

telecommunications company, to build and operate a high-capacity fiber optic, Internet Protocol-based network that covers 2,100 miles and will span 9,100 miles when it is completed by 2002. Qwest also has nearly completed a 1,500-mile network in Mexico.

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**###**

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April 7, 1999

## **Qwest Communications Secures DSL Connectivity In 31 Markets With Investment In Rhythms NetConnections**

**Strategic Agreement Supports Qwest's Plans For End-to-end Communications Services**

**Denver, April 7, 1999** — Qwest Communications International Inc. announced today that it has secured a multiyear agreement for performance-class digital subscriber line (DSL) connectivity in 31 major metropolitan markets through a \$15 million strategic investment in Rhythms NetConnections Inc. In addition, Rhythms has agreed to provide space to Qwest in their local facilities for colocation of call processing equipment and to use Qwest as its preferred web hosting provider. Rhythms provides high-speed networking solutions for remote access to private networks and the Internet.

By the end of 1999, Qwest plans to offer high-speed access to business customers in major markets including Austin, Chicago, Detroit, Los Angeles, New York City, Phoenix, Portland and San Jose.

The agreement is part of Qwest's strategy to offer end-to-end high-speed connectivity to customers in key metropolitan U.S. markets to better support broadband and Internet-based communication services. In recent weeks, Qwest has announced plans to offer high-speed local connectivity in more than 35 markets, reaching 50 percent of U.S. businesses.

"In order for Qwest to drive the creation and adoption of bandwidth-enabled applications and network management services – a market that analysts predict will exceed \$100 billion in the next five years – we must be able to offer customers a last-mile high-speed connectivity solution," said Joseph P. Nacchio, Qwest chairman and chief executive officer. "Our agreement with Rhythms gives us additional coverage and capacity that we need to further support the expansion of our local connectivity strategy."

In January Qwest reached an agreement with Covad Communications Group, Inc. to provide DSL services in 22 markets. The Covad and Rhythms agreements will provide Qwest with market overlap and multiple connection points in key U.S. cities and the necessary bandwidth at the local level to improve customer connections between their homes and

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offices to the Qwest network.

Aside from DSL connectivity, Qwest is also in the process of assembling 19 metropolitan area networks in major U.S. cities that will allow large businesses to directly connect to the Qwest network.

#### About Qwest

Qwest Communications International Inc. (Nasdaq: QWST) is a leader in reliable and secure broadband Internet-based data, voice and image communications for businesses and consumers. Headquartered in Denver, Qwest has more than 8,000 employees and 80 sales offices in North America, Europe and Mexico. The Qwest Macro Capacity (SM) Fiber Network, designed with the newest optical networking, will span more than 18,500 route miles in the United States when it is completed by mid-1999, and the additional 315-mile network route recently announced will be complete by the end of the year. In addition, Qwest and KPN, the Dutch telecommunications company, are forming a venture to build and operate a high-capacity European fiber optic, Internet Protocol-based network that has 2,100 miles and will span 9,100 miles when it is completed in 2001. Qwest also has nearly completed a 1,400-mile network in Mexico.

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September 30, 1999

## Qwest Communications and CAIS Internet Announce \$69 Million Agreement

**September 30, 1999** – Qwest Communications International Inc. (Nasdaq: QWST), the broadband Internet communications company, and CAIS Internet (Nasdaq: CAIS), a pioneer in broadband access solutions, today announced a strategic relationship worth approximately \$69 million for the delivery of high-speed Internet access to new markets. Qwest has been awarded a \$54 million contract from CAIS for high-speed Internet capacity and broadband Internet communications services. The agreement also calls for Qwest to invest \$15 million in CAIS Internet to accelerate the company's network and high-speed multi-user technology.

CAIS will purchase \$44 million of capacity on Qwest's fiber network, superceding previous leasing agreements. The Qwest capacity will provide CAIS with significant network cost savings and support the delivery of CAIS network services to 35 points of presence (POPs) by year-end 1999. CAIS has also committed to purchase \$10 million of Qwest's communications services, which may include application hosting, e-commerce and web hosting.

The agreement between the companies accelerates CAIS's network development plans ahead of original year 2000 forecasts, and marks an important investment for the delivery of broadband access to emerging destination points such as hotels, airports, stores, apartment communities and single family homes. Qwest's investment is equivalent to a 4.2 percent ownership stake in CAIS.

"For Qwest, the CAIS target markets represent a new opportunity to deliver broadband access to hotels and apartment buildings," said Gregory M. Casey, Qwest's senior vice president of wholesale markets. "CAIS is a market leader in developing new opportunities, and we are pleased to work with them."

"The Qwest relationship propels us beyond our original targets. In advancing our network, it allows CAIS to continue offering our innovative high speed Internet services and meet the needs of our growing contracts," said Ulysses G. Auger II, CEO, CAIS Internet. "In addition, the joint efforts will help position CAIS as a leader in delivering broadband

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access to multiple points in new and emerging markets."

#### About Qwest

Qwest Communications International Inc. (Nasdaq: QWST) is a leader in scalable, reliable and secure broadband Internet-based data, voice and image communications for businesses and consumers. The Qwest Macro Capacity® Fiber Network, designed with the newest optical networking, spans more than 18,500 miles in the United States, with an additional 315-mile network to be completed by the end of the year. In addition, Qwest and KPN, the Dutch telecommunications company, have formed a venture to build and operate a high-capacity European fiber optic, Internet Protocol-based network that will span 8,100 miles when it is completed in 2001. Qwest also has completed a 1,400-mile network in Mexico.

#### About CAIS Internet

CAIS Internet, Inc. (Nasdaq: CAIS) is a leading broadband provider, delivering the latest in end-to-end high speed Internet access solutions in new and emerging markets. CAIS provides customers with Internet connections while traveling in hotels, cruise ships, airports, and other public areas as well as at work, in SOHOs, single-family homes and apartment buildings. Combined with the CAIS patented multi-user platform and state-of-the-art network, the company's software subsidiary CAIS Software Solutions, and its business center subsidiary Business Anywhere™, CAIS brings broadband connectivity to markets where Internet access did not previously exist.

CAIS also delivers point-to-point high speed Internet access using HyperDSL lines to commercial and residential customers, as well as a full-range of T1, T3 and other dedicated Internet access to consumers, businesses and other downstream Internet providers. All CAIS Internet services are delivered with expert 24/7 technical and customer support.

CAIS Internet operates a nationwide, clear-channel Internet and ATM Network. CAIS currently peers with public and private partners, and at national exchange points MAE East, MAE East ATM, MAE West, and AADS. CAIS Internet is headquartered in Washington, DC, and is reachable at 888.260.CAIS or on the Internet at [www.cais.com](http://www.cais.com). CAIS Software Solutions is based in San Diego, CA and is reachable at 619.699.4000, or on the Internet at [www.caissoft.com](http://www.caissoft.com).

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management and future growth subject to risks, Qwest's ability to achieve Year 2000 compliance, adverse changes in the regulatory or legislative environment, and failure to complete the merger with U S WEST timely or at all. Qwest undertakes no obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

\*CAIS is a registered trademark of CAIS Internet. This release contains statements relating to CAIS's future expectations and business strategies or other "forward-looking" information. Those statements are subject to known and unknown risks, uncertainties and other factors that could cause actual results to differ materially from those contemplated by the statements. Important factors that may cause actual results to differ from projections include, among others: changes in business conditions; changes in the Internet services industry and the general economy; our limited operating history; our ability to manage rapid growth; our ability to enter into joint ventures and other strategic relationships with companies on terms acceptable to us; and the impact of computer and related problems that may arise from the Year 2000 problem on our business.

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## back

June 15, 1998

### **Qwest and CAIS Internet Sign \$100 Million Broadband Agreement**

**CAIS to Roll-Out High-Speed OverVoice Internet Service to  
Hotels and Apartments Nationwide**

DENVER - June 15, 1998 - Qwest and Internet service provider, CAIS Internet - a CGX Communications Company - today announced a ten-year, \$100 million agreement where Qwest will provide CAIS leased and routed IP bandwidth on the 18, 449-mile domestic Qwest Macro Capacity<sup>SM</sup> Fiber Network. This agreement expands CAIS's nationwide Internet network from five to approximately 130 cities, helping facilitate CAIS's rollout of its OverVoice technology to hotels and apartment buildings across the nation.

"Qwest's IP-based Macro Capacity Fiber Network delivers to ISPs the quality of service, speed and reliability they demand," said Joseph P. Nacchio, president and CEO of Qwest. "We are pleased to be working with CAIS Internet in providing capacity for delivery of state-of-the-art data, multimedia and voice services to its customers."

Introduced last June, OverVoice technology is the first to adapt the Ethernet standard used for personal computer Local Area Networks (LANs). OverVoice permits existing telephone wiring to simultaneously carry voice traffic and high-speed Internet access, providing consumers with continuous, split-second access to the Internet at speeds of up to 10 megabits per second while simultaneously making and receiving calls. In March, CAIS and CGX conducted a nationwide field trial with Microsoft and ATCOM/INFO to provide high-speed Internet access using OverVoice technology in hotels.

"We expect OverVoice deployment to grow exponentially over the next 8-12 months as a result of agreements with Microsoft, ATCOM/INFO, OnePoint Communications, and

marketing and sales efforts with other organizations," said Ulysses G. Auger II, CEO of CGX Communications, CAIS Internet's parent company.

### **The Qwest Macro Capacity Fiber Network**

Qwest's planned domestic 18,449 mile network will serve over 130 cities, which represent approximately 80 percent of the data and voice traffic originating in the United States, upon its scheduled completion in the second quarter of 1999. To date, approximately 8,500 miles of the Qwest Macro Capacity Fiber Network are activated, including the transcontinental segment that extends from Los Angeles to Sacramento and across to New York. Qwest is also extending its network 1,400 miles into Mexico with completion slated for late 1998 and has transatlantic capacity to serve Europe.

The Qwest Macro Capacity Fiber network is designed with a highly reliable and secure bi-directional, line switching OC-192 SONET ring architecture. Upon completion, the network will offer a self-healing system that provides the ultimate security and reliability by allowing instantaneous rerouting in the event of a fiber cut.

### **About CAIS**

CAIS Internet, acquired by CGX Communications in May 1996, is one of the original first-tier Internet Service Providers. CAIS has thousands of business, government, and residential customers, and provides underlying Internet access to more than 50 ISPs in the U.S. and abroad, and ultimately to more than 500,000 "downstream" end-users in the United States, Europe, Asia, Africa, and South America. CAIS Internet has a coast-to-coast ATM (Asynchronous Transfer Mode) Internet network backbone with connectivity at speeds that range from 45 Mbps to 100 Mbps. CAIS Internet headquarters are located in McLean, Virginia, which is also where MAE-East, the world's first commercial Internet Network Access Point, is located.

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market change, failure to complete the network on schedule, volatility of stock price, financial risk management and future growth subject to risks.

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### **About Qwest**

Qwest Communications International, Inc. (Nasdaq: QWST), is a multimedia communications company building a high-capacity, fiber optic network for the 21st century. Qwest's planned domestic network will connect 125 cities, which represent approximately 80 percent of the data and voice traffic originating in the United States, upon its completion in the second quarter of 1999. Qwest is also extending its network 1,400 miles into Mexico with completion slated for late third quarter 1998. With its cutting-edge technology, Qwest will deliver high-quality voice, data and video connectivity securely and reliably to businesses, consumers and other communications service providers.

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November 11, 1998

## **PRIMUS Enhances Network By Awarding Qwest \$20 Million Capacity Contract**

**November 11, 1998** – PRIMUS Telecommunications Group, Incorporated (Nasdaq: PRTL) today awarded Qwest Communications International Inc. (Nasdaq: QWST) a \$20 million, multi-year contract to provide network capacity from New York to Los Angeles and on other major Qwest fiber routes. Under the terms of the agreement, PRIMUS will receive long-term rights to use capacity on the Qwest network to carry communications traffic for its international and domestic customers.

"This arrangement with Qwest will strategically enhance PRIMUS's Global Network by providing greater capacity and reliable, high-speed connections between our U.S. gateway switches and expanding points of presence," said Yousef Javadi, COO of PRIMUS North America of McLean, Va. "This capacity will replace existing leased lines in the U.S. and will significantly reduce PRIMUS's cost structure. It will allow for very high speed and cost-efficient routing for our traffic from all continents, furnishing customers with even better service on our high-growth routes between Europe, Asia and the Americas."

Qwest is currently deploying a nationwide network that will span more than 18,500 route miles and interconnect over 130 cities in the U.S. To date, the company has secured 99.5 percent of its rights-of-way and has commenced construction on more than 17,955 miles of its network. Upon completion of the network in the second quarter of 1999, Qwest will be one of the first carriers to market with a state-of-the-art IP (Internet Protocol) network, incorporating the latest advances in transmission technology and capable of carrying data, video and voice communications on a single platform.

"The speed, reliability and unprecedented capacity of the Qwest Macro Capacity(sm) Fiber Network will serve PRIMUS well as they expand their global network to serve their domestic and international customers," said Gregory M. Casey, Qwest's senior vice president of broadband capacity. "Our agreement with PRIMUS clearly illustrates Qwest's commitment to delivering twenty-first century communications to customers."

### **About PRIMUS**

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PRIMUS Telecommunications Group, Incorporated is a global facilities-based telecommunications company providing domestic and international long-distance voice, data, private network and value-added services. The company provides services through an extensive global network of owned and leased transmission facilities, international gateway switches, and a variety of operating agreements that allow it to deliver traffic worldwide. Founded in 1994 and based in McLean, Va., PRIMUS now serves over 375,000 corporate, small- and medium-sized business, residential and wholesale customers located in the North America, Caribbean, Europe and the Asia-Pacific regions of the world. News and information are available at the Company's website at <http://www.PRIMUSstel.com>.

### **About Qwest**

Qwest Communications International Inc. (Nasdaq: QWEST) is a multimedia communications company and one of the fastest growing companies in America today. Headquartered in Denver, Colorado, Qwest has approximately 6,000 employees and over 80 sales offices worldwide. With its world-class data and multimedia network, marketing expertise, and customer care and billing systems, Qwest is delivering high-quality data, video and voice connectivity securely and reliably to customers around the world. Further information is available at [www.qwest.net](http://www.qwest.net).

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**###**

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January 6, 1998

## **Qwest Secures \$260 Million Capacity And Services Sale; Takes 19.99 Percent Equity Ownership In AGIS**

### **Qwest Provides SONET Backbone To AGIS**

DENVER - January 6, 1998 (Nasdaq: QWST) Qwest today announced a long-term contract to provide Apex Global Internet Services, Inc. (AGIS) approximately 10,000 route miles of OC-48 capacity for a present contract value of approximately \$260 million. As part of the consideration, Qwest will receive 19.99 percent of the common stock of AGIS and will have a seat on the AGIS board of directors. Qwest will receive consideration for the capacity in the early years of the contract plus monthly operations and maintenance fees over the term of the multi-year agreement.

"Qwest is extremely pleased to have AGIS as a customer and to have them select the Qwest network as their SONET backbone," said Joseph P. Nacchio, president and CEO of Qwest. "AGIS has a talented management team and an historical presence in the Internet community that presents positive synergies between our two companies."

"Clearly Qwest is in a position to deliver a higher performing network than their competitors," said Philip J. Lawlor, president and CEO of AGIS. "The selection of Qwest is attributable to their highly reliable fiber optic network design and network management capabilities."

Under the terms of the Agreement, the companies will enter into a joint marketing arrangement to expand their product and service offerings to include IP telephony, video conferencing, ATM and frame relay services. The

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companies will interconnect their value-added networks to expand their geographic reach.

### **The Qwest Macro Capacity<sup>SM</sup> Network**

Qwest's planned domestic 16,000 mile network will serve over 125 cities, which represent approximately 80 percent of the data and voice traffic originating in the United States, upon its completion in the second quarter of 1999. Currently, 3,350 miles are activated from Los Angeles to Indianapolis; and from Dallas to Houston. Qwest is also extending its network 1,400 miles into Mexico with completion slated for late third quarter 1998.

The Qwest Macro Capacity Fiber network is designed with a highly reliable and secure bi-directional, line switching OC-192 SONET ring architecture. Upon completion, the network will offer a self-healing system that provides the ultimate security and reliability by allowing instantaneous rerouting in the event of a fiber cut.

### **About AGIS**

AGIS ([www.agis.net](http://www.agis.net)), founded in 1994, provides Internet access to millions of users via its extensive customer base of Regional Bell Operating Companies, content providers, large corporations and Internet Service Providers. Always the technology leader, AGIS was the first National Service Provider to offer commercial 155 Mbps connections to the Internet; first to reduce points of failure in a network by using switching technologies; and first to design a wholesale business model (so as not to compete with customers by selling retail access). AGIS offers Internet connectivity from 56Kbps to 155Mbps.

### **About Qwest**

Qwest Communications International, Inc. (Nasdaq: QWST), is a multimedia communications company building a high-capacity, fiber optic network for the 21st century. Qwest's planned domestic 16,000 mile network will serve over 125 cities, which represent approximately 80 percent of the data and voice traffic originating in the United States, upon its completion in the second quarter of 1999. Currently, 3,350 miles are activated from Los Angeles to Indianapolis; and from Dallas to Houston. Qwest is also extending its network 1,400 miles into Mexico with completion slated for late third quarter 1998. With its cutting-edge technology, Qwest will deliver high-quality voice, data and video connectivity securely and reliably to businesses, consumers and other communications service providers.

**###**

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May 27, 1999

## **Qwest and BellSouth close equity investment to provide next generation services**

**BellSouth buys 10 percent of Qwest**

**Denver, May 27, 1999** — Qwest Communications International Inc. (Nasdaq:QWST), the Internet communications company, and BellSouth Corporation (NYSE:BLS) today announced they have reached a strategic milestone by closing an equity investment that allows the two companies to provide market-leading communications services to customers and gives BellSouth a 10 percent equity stake in Qwest. As a result of the agreement, Qwest has received approximately \$1.923 billion from BellSouth in exchange for 40,700,000 shares of Qwest common stock. Qwest's principal stockholder, Anschutz Company, also sold 33,300,000 shares of Qwest common stock to BellSouth for approximately \$1.573 billion.

"We are extremely pleased to have completed this transaction in less than 40 days, which clearly illustrates the level of confidence and desire both companies have in working together," said Qwest Chairman and CEO Joseph P. Nacchio. "The agreement will rapidly accelerate the companies' efforts to provide leading-edge services from long distance to e-commerce to the companies' 38 million customers around the globe."

The total number of shares purchased by BellSouth from Qwest and Anschutz reflects Qwest's two-for-one stock split that occurred on May 24, 1999.

Qwest also said that the two companies have recently initiated coordinated marketing efforts throughout the U.S. Qwest is delivering a portfolio of data networking, Internet and voice services, while BellSouth provides a complement of local networking and Internet services.

### **About Qwest**

Qwest Communications International Inc. (Nasdaq: QWST) is a leader in reliable and secure broadband Internet-based data, voice and image communications for businesses and consumers. Headquartered in Denver, Qwest has more than 8,500 employees working in North America, Europe and Mexico. The Qwest Macro Capacity® Fiber

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Network, designed with the newest optical networking, will span more than 18,500 route miles in the United States when it is completed by mid-1999, and an additional 315-mile network route that will be completed by the end of the year. In addition, Qwest and KPN, the Dutch telecommunications company, have formed a venture to build and operate a high-capacity European fiber optic, Internet Protocol-based network that has 2,100 miles and will span 9,100 miles when it is completed in 2001. Qwest also has nearly completed a 1,400-mile network in Mexico.

#### About BellSouth

BellSouth is a \$23 billion communications services company. It provides telecommunications, wireless communications, cable and digital TV, directory advertising and publishing, and Internet and data services to nearly 34 million customers in 19 countries worldwide.

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**###**

This release may contain forward-looking statements that involve risks and uncertainties. These statements may differ materially from actual future events or results. Readers are referred to the documents filed by Qwest with the SEC, specifically the most recent reports which identify important risk factors that could cause actual results to differ from those contained in the forward-looking statements, including potential fluctuations in quarterly results, dependence on new product development, rapid technological and market change, failure to complete the network on schedule and on budget, financial risk management and future growth subject to risks, Qwest's ability to achieve Year 2000 compliance, and adverse changes in the regulatory or legislative environment. Qwest undertakes no obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

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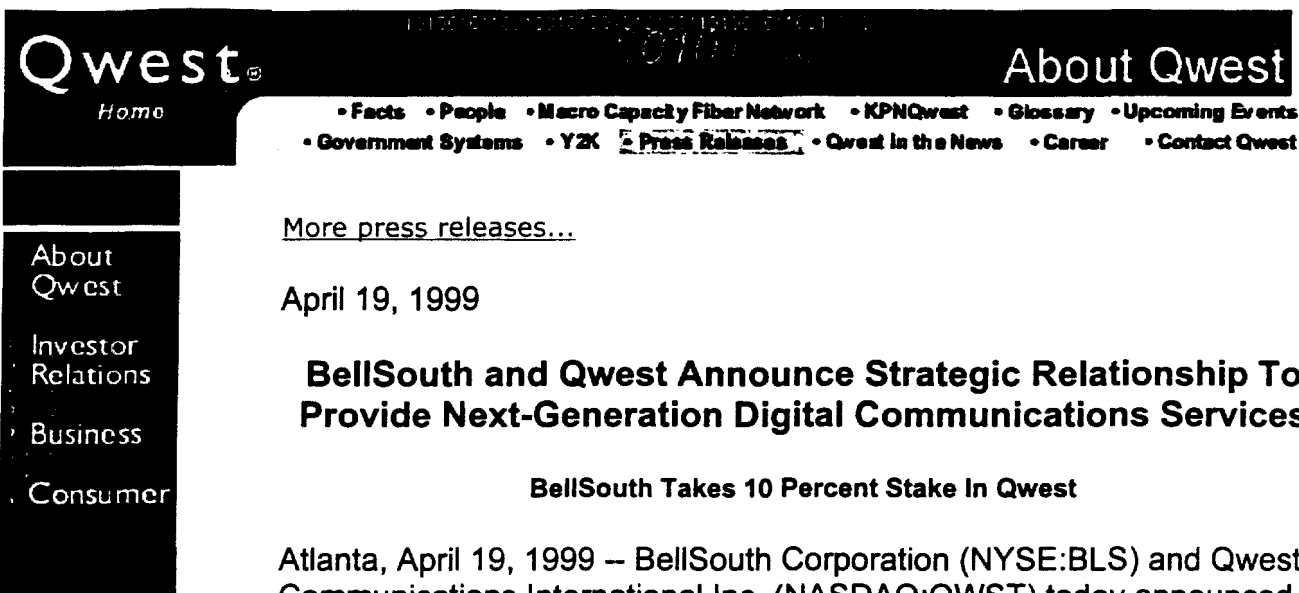
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**April 19, 1999**

## BellSouth and Qwest Announce Strategic Relationship To Provide Next-Generation Digital Communications Services

## BellSouth Takes 10 Percent Stake In Qwest

Atlanta, April 19, 1999 – BellSouth Corporation (NYSE:BLS) and Qwest Communications International Inc. (NASDAQ:QWST) today announced a strategic relationship that will significantly accelerate the companies' efforts to provide a full set of integrated digital data, image and voice communications services to their customers. The relationship includes three basic components:

**Qwest and BellSouth immediately begin coordinated marketing of services, with Qwest offering its full portfolio of data networking, Internet and voice services. BellSouth will offer a full complement of local networking services.**

Once BellSouth is allowed into the long distance business, the companies will jointly develop and deliver a comprehensive set of end-to-end, high-speed data, image and voice communications services to business customers, with a heavy emphasis on the fast-growing broadband and Internet-based data services. BellSouth will assume retail leadership with customers based in the South; Qwest will provide support resources to assist BellSouth in the region as required, with the primary emphasis of the Qwest sales force will be focused on the rest of the country.

And finally, as part of the agreement, BellSouth will invest approximately \$3.5 billion at \$94.50 a share for about a 10 percent equity stake in Qwest. Qwest will issue 20,350,000 new shares to BellSouth in exchange for approximately \$1.93 billion in cash. At BellSouth's request, Qwest's principal stockholder, Anschutz Company, will sell 16,650,000 shares to BellSouth for approximately \$1.57 billion. This will reduce Anschutz Company's ownership interest in Qwest to approximately 39 percent.

**"This is a significant step in our objective of becoming the premier data communications provider to our customers," said Duane Ackerman, Chairman and CEO of BellSouth. "This relationship allows our customers to enjoy the range of benefits from a comprehensive set of Internet and**